Orbis, Inc.

SeaPort Enhanced
A Small Business Perspective

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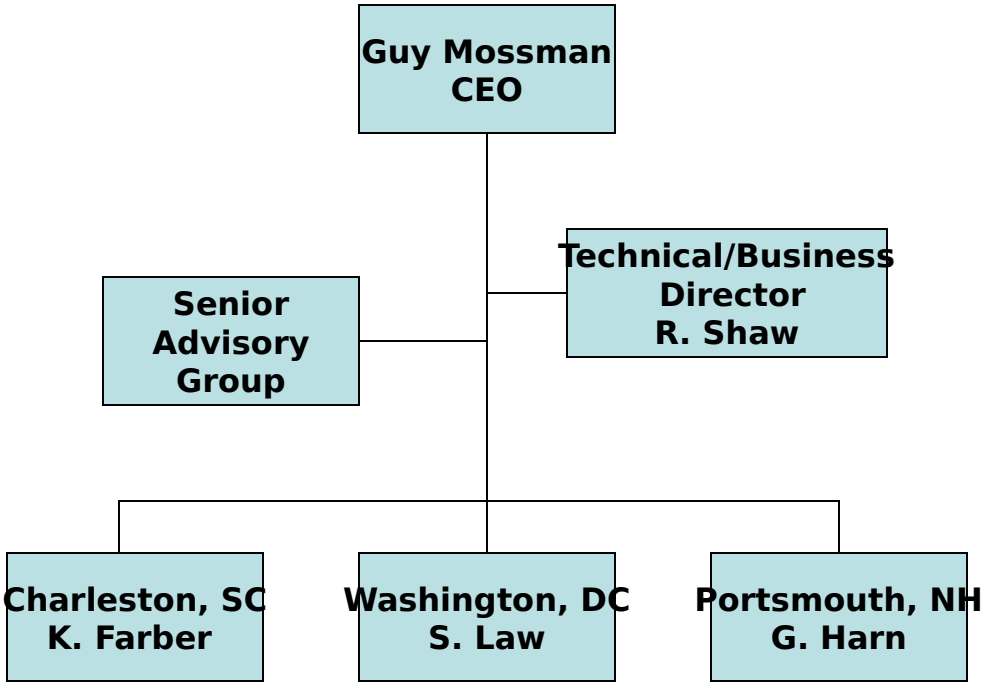
Company Profile

Orbis, Incorporated was formed in 2001 and is a small, woman-owned business specializing in engineering solutions, technical services, program management, logistics support and information technology solutions.

The company is comprised of approximately 40 experienced individuals with extensive management and engineering experience gained from work in the commercial and government sectors. The company also has the resources of a senior advisory group of consultants for use by customers.

The company headquarters is located in Charleston South Carolina with regional offices located in , DC and Portsmouth ir



Portfolio of Services

Program Management Support Services

- Strategic / Business Planning
- Program / Project Management
- Performance Measurement
- Risk Management
- Portfolio Management Implementation

Engineering Support Services

- Mechanical Design
- Electrical Design
- Maintenance Analysis
- Planned Maintenance Systems Development
- System Design Integration and Implementation
- Systems Interoperability

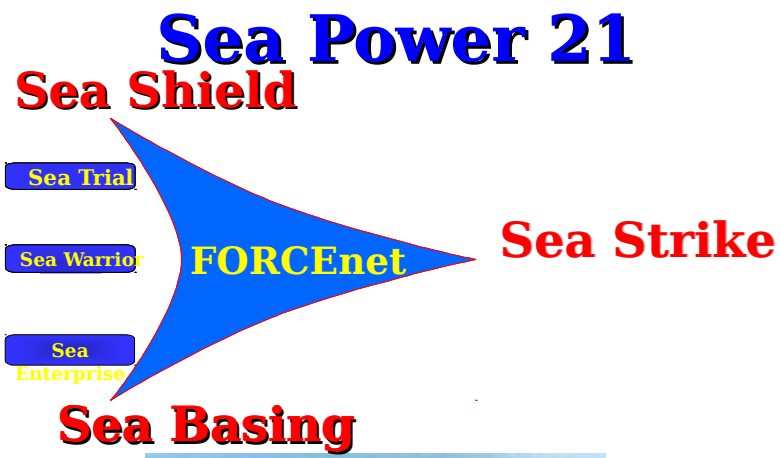
Logistics Support Services

- Shipboard System Integration and Upgrade Planning
- Shore Spares Management
- Active Fleet Support

SPAWAR Space and Naval Warfare Systems Command

NAVY Strategic Systems Programs From the Sea

NAVSEA NAVAL SEA SYSTEMS COMMAND



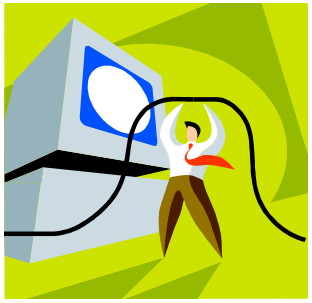
Portfolio of Services (Continued)

Security Assessment and Implementation Services

- Threat Analysis
- Security System Design
- Security Hardware and System Implementation

IT Support Services

- Development (web, software, database architecture)
- Infrastructure (help desk support, LAN administration, PKI implementation and support)



Technical Training

- Skills Assessment
- Curriculum Development
- Instructor Led Classes
- Self Paced Training Programs
- Pay for Skills Program Development

Clients

- NAVSEA 07L Submarine Logistics
- NAVSEA 04LR RADIAC Program
- NAVSEA 04L5 Configuration Management Program
- NAVSEA 04XQ Quality Programs and Certification Office
- NAVSEA 07Q SUBSAFE and Quality Assurance
- NAVSEA CIO
- NAVSEA 10 Corporate Operations
- NAVSEA PMS450 VIRGINIA Class Program Management Office
- NAVSEA PMS392 Strategic and Attack Submarine Program Offic
- PEO Team Submarine
- SUBMEPP
- SPAWAR Systems Center Charleston
  - Code 62B
  - Codes 62F and G
  - Code 09C
- Office of Naval Research (ONR)
- NSWCCD

Contract Vehicles

- **Orbis maintains numerous government and commercial contracts both as a Prime Contractor and as a Sub Contractor**
- **Orbis holds a General Services Administration (GSA) Professional Engineering Services (PES) Schedule: (GS-23F-0185N)**
- **Orbis holds a NAVSEA SeaPort Enhanced prime contract as a small business: (N00178-04-D-4100)**
- **Orbis has entered into SeaPort Enhanced sub contracts with several companies**

Our SeaPort Enhanced History

1. Team was formed with all Small Businesses
2. Member Selection Provided for Contract Coverage in 18 of 21 Functional Areas
3. Team Members Provided Contract Coverage in 5 of 7 Zones

- BecTech
- DAVcon Solutions, Inc.
- Millennium Engineering and Integration Company
- STARGATES, Inc.
- Vector Strategies, I
- VisiTech, Ltd.

STARGATES, Inc.

Our SeaPort Enhanced History

- **Contract Number: N00178-04-D-4100**
- **Contract to provide Engineering, Technical and Programmatic Support Services to the Warfare Centers**
  - **Contract Type – IDIQ (Compete all Task Orders)**
  - **Contract Approved for Work in:**
    - **Zone 1 (Northeast)**
    - **Zone 2 (National Capital)**
    - **Zone 3 (Mid Atlantic)**
    - **Zone 6 (Southwest)**
    - **Zone 7 (Northwest)**
- **Base Period of Performance: April 2004 – April 2009**
- **2 five-year options**

Our SeaPort Enhanced Specifics

- **Contract focus on cost reduction over life of contract**
- **Specific cost reduction incentives of Orbis contract**
  - **0.5% reduction from base period or price of previous year in Year 3**
  - **0.5% reduction from base period or price of previous year in Year 4**
  - **0.75% reduction from base period or price of previous year in Year 5**
- **Volume discount of 1.0% in the next calendar year if total value of task orders exceeds $2.0M**
- **Contract pass through rate of 3.0%**
- **Contractor webpage requirement**

Small Business Benefits

- Award provided company exposure
  - Received unsolicited inquiries from companies to join Orbis Team
    - Coalescence Technology
    - ASC
    - CACI
    - GeoLogics
  - Easy to add team members
- Short Solicitation Cycle
  - Most small businesses are focused on day to day operations and can not afford to spend the time and resources to write long proposals
- SeaPort-e Ombudsman a great asset and help

Small Business Challenges

- Small Business set aside restriction requires prime to provide 50% of value
  - Small Business Team not considered as meeting the requirement
  - Most small businesses do not have excess resources
- Solicitation Notification
  - Not enough advance notice to prep for teaming
  - Small businesses do not have business development staffs to capture and set up teams before solicitation is released
- Small Businesses need assistance understanding payment process – DCAA, DCMA, DFAS

Summary

- **SeaPort Enhanced is the future**
- **Get on board or be left behind**
- **Membership on a SeaPort Enhanced Team provides an opportunity to participate**
- **Task Order submission hurdle not as big as it appears**
- **Solicitations move quickly (both a benefit and a challenge)**
- **Payment process is an initial challenge**
- **Utilize SeaPort Enhanced Ombudsman**

Points-of-Contact

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